

Comparisons of Job Characteristics

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 77

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	14.6	16.6	> Current knowledge level is likely sufficient
Food Production	2.1	12.6	1.8	<< Extensive education and/or training may be required
Sales and Marketing	5.2	12.0	13.6	> Current knowledge level is likely sufficient
Production and Processing	6.0	11.7	13.5	> Current knowledge level is likely sufficient
Transportation	4.6	11.0	6.6	<< Extensive education and/or training may be required
Economics and Accounting	4.4	10.1	12.2	> Current knowledge level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Persuasion	7.4	11.2	12.8	> Skill level is likely sufficient
Negotiation	6.8	10.1	12.5	> Skill level is likely sufficient
Management of Financial Resources	3.3	7.7	9.3	> Skill level is likely sufficient
Management of Material Resources	3.7	7.5	7.9	0 Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 97

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Oral Expression	12.4	12.1	13.0	0	Current ability level may be sufficient
Oral Comprehension	12.5	11.6	12.8	>	Current ability level is likely sufficient
Speech Clarity	10.2	10.3	11.0	0	Current ability level may be sufficient
Near Vision	11.1	10.0	10.1	0	Current ability level may be sufficient
Speech Recognition	9.9	10.0	11.6	>	Current ability level is likely sufficient
Written Comprehension	11.0	10.0	10.3	0	Current ability level may be sufficient
Deductive Reasoning	10.6	9.8	11.9	>	Current ability level is likely sufficient
Problem Sensitivity	11.1	9.5	10.8	>	Current ability level is likely sufficient
Category Flexibility	9.0	9.3	10.6	>	Current ability level is likely sufficient
Number Facility	6.3	8.6	9.6	>	Current ability level is likely sufficient
Fluency of Ideas	7.6	8.5	9.1	0	Current ability level may be sufficient
Mathematical Reasoning	6.3	8.4	11.1	>>	Current ability level is likely more than sufficient
Originality	7.6	8.1	9.1	>	Current ability level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 81

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Work Activities	Exclusivity of Activity
Compute financial data	53
Develop budgets	56
Direct and coordinate activities of workers or staff	3
Inspect merchandise to determine value	87
Locate sources of supply for purchasing	89
Maintain records, reports, or files	5
Make presentations	13
Negotiate business contracts	60
Obtain information from individuals	24
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10

Use knowledge of written communication in sales work	69
Use spreadsheet software	18

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 81

Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.